

GSA Contract



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1. Company Overview

- Applied Solutions, Inc. (ASI) is a small Information Technology (IT) company based in Reston, VA. ASI can be reached at: www.appliedsolutions.com, (703) 234-1574 and fax (703) 234-1575.
- ASI provides database design, development, implementation and support services to government and private organizations.
- ASI accomplishes services with its staff of experienced Information Technology (IT) personnel having over 200 years of collective experience.

1.1 Clients (current and past)

- Department of Defense (DoD)
- Defense Intelligence Agency
- Department of State
- Department of Transportation (Surface Transportation Board)
- Fortune 500 companies
- Colleges and Universities
- Job placement firms
- Health care providers

1.2 Current U.S. Government Work

- Automation support including specifications, maintenance, workflows, requirement development, data conversion, system interfaces, testing, and custom web-based interfaces. Work is performed using Oracle9i™, Java™, JavaServer Pages™, Sybase™ and various development and reporting tools including Cognos®, and REMEDY®. The tools are used for problem and change tracking, and as reporting systems.
- Responsible for software maintenance of a DIA web-based reporting application along with software design and development of changes to that application. Installation and testing of software is accomplished using Apache™ web server and Tomcat™ application server with data stored using the Sybase™ relational database management system (RDBMS) technology.

1.3 Past U.S. Government Work

- ASI developed a custom database to store information pertaining to a series of railroad mergers regulated by the Surface Transportation Board of the Department of Transportation. ASI was responsible for building and maintaining a database for storing communications from affected parties. Work included tracking issues and providing data used for analyzing the environmental impact of changes resulting from the mergers. ASI was also responsible for administrative support and data input to the database. Tasks were performed using the following types

- of technologies: Microsoft® Visual Basic®, the Microsoft® Access RDBMS and SQL.
- ASI supported the maintenance of an application using the Sybase™ RDBMS and Model 204® database inverted list database system to track information for the Defense Intelligence Agency. This project was a large centrally managed database on an IBM® mainframe and then data was distributed to geographically separated Sybase™ databases.
 - ASI provided support to a National Agency on a large government contract responsible for the design of a major database on an application to store law enforcement information.
 - ASI provided a staff of support personnel to the Department of State to populate a database used for investigations by that agency.

1.4 Commercial Work

- Performed web site design, development and implementation for the “Women Go Golfing” website. This effort included the use of the following types of technologies: ASP, SQL, Microsoft® Access, and HTML.

1.5 Product Development

- Developed PLACEMENT WIZARD® software for placing students in jobs, tracking student capabilities and storing company information.
- Created *RESTRIVE*® software for generating resumes, matching job candidates with jobs, and assisting with management of projects and proposals.

1.6 Other Information

- Software design and development expertise includes the following types of technologies: Microsoft® Windows®, Sun™/Solaris™, and UNIX® platforms. For data management, ASI is experienced in the following types of technologies: Microsoft® SQL Server™, Oracle®, Sybase™ Adaptive Server™ Enterprise (ASE), Microsoft® Access, and Sybase™ Replication Server™. Software development experience includes the following types of web-based development tools: Java™, C++, JavaScript™, HTML, XML, Apache™ and other web servers, Perl, and UNIX® scripting languages.
- Software development at DIA involves tasks using the following types of technologies: Java™, JavaScript™, JavaServer Pages™ and Microsoft® SQL Server™. ASI develops and installs database schema changes in Sybase database servers and maintains and monitors a Sybase™ Replication Server™ configuration that mirrors the Sybase™ database to an off site location.
- The ASI consulting staff previously had technical team lead responsibility for the design, development, and maintenance of a web-based application for the DIA that provides rapid query and update access to a very large database containing more than 50 million rows of code.

- ASI also has significant experience in staffing cleared technical personnel for software development, proposal development and software support efforts.

2. Information for Ordering Activities

APPLICABLE TO ALL SPECIAL ITEM NUMBERS

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micro purchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. Geographic Scope of Contract:

The geographic scope of this contract is the 48 contiguous states, the District of Columbia, Alaska, Hawaii, the U.S. territories and commonwealths.

2. Contractor's Ordering Address and Payment Information:

Applied Solutions, Inc.
3959 Pender Drive, Suite 306
Fairfax, VA 22030

Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards will not be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

(703) 691-3004

3. LIABILITY FOR INJURY OR DAMAGE

The Contractor shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by Applied Solutions, unless such injury or damage is due to the fault or negligence of the Contractor.

4. Statistical Data for Government Ordering Office Completion of Standard Form 279:

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Data Universal Numbering System (DUNS) Number: 80-515-5207

Block 30: Type of Contractor –B

Block 31: Woman-Owned Small Business – NO

Block 36: Contractor's Taxpayer Identification Number (TIN): 54-1653285

a. CAGE Code: 1HQN2

b. Contractor has registered with the Central Contractor Registration Database.

5. FOB Destination

To be determined by individual delivery order. N/A

6. DELIVERY SCHEDULE

a. TIME OF DELIVERY: The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

132-51 To be determined by individual delivery order.

b. URGENT REQUIREMENTS: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7. Discounts: Prices shown are NET Prices; Basic Discounts have been deducted.

a. Prompt Payment: 0% - days from receipt of invoice or date of acceptance, whichever is later

b. Quantity Not Applicable

c. Dollar Volume None

d. Government Educational Institutions None

e. Other none

8. Trade Agreements Act of 1979, as amended:

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

9. Statement Concerning Availability of Export Packing: Not applicable

10. Small Requirements: The minimum dollar value of orders to be issued is \$25,000.

11. Maximum Order (All dollar amounts are exclusive of any discount for prompt payment.)

- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:
Special Item Number 132-51 - Information Technology (IT) Professional Services

12. USE OF FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE CONTRACTS. In accordance with FAR 8.404:

[NOTE: Special ordering procedures have been established for Special Item Numbers (SINs) 132-51 IT Professional Services and 132-52 EC Services; refer to the terms and conditions for those SINs.]

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering activities need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering activity has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the ordering activity's needs.

- a. Orders placed at or below the micro purchase threshold. Ordering activities can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.
- b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering activities should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the ordering activity's needs. In selecting the supply or service representing the best value, the ordering activity may consider--
- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
 - (2) Trade-in considerations;
 - (3) Probable life of the item selected as compared with that of a comparable item;
 - (4) Warranty considerations;
 - (5) Maintenance availability;
 - (6) Past performance; and
 - (7) Environmental and energy efficiency considerations.
- c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering activity to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering activities shall--

Review additional Schedule Contractors'

- (1) Catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;

- (2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering activity determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, Applied Solutions may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
 - (2) Offer the lowest price available under the contract; or
 - (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).
- d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering activities may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.
 - e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering activities will find it advantageous to request a price reduction. For example, when the ordering activity finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering activity the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order.
 - f. Small business. For orders exceeding the micro-purchase threshold, ordering activities should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.
 - g. Documentation. Orders should be documented, at a minimum, by identifying Applied Solutions the item was purchased from, the item purchased, and the amount paid. If an ordering activity requirement, in excess of the micro-purchase threshold, is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering activity shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the ordering activity's needs.

13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS

REQUIREMENTS: Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by Applied Solutions.

13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):

Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of

Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):

Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001)

- a. Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- b. Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- c. Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- d. Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- e. Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.

- f. Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- g. Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- h. Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- i. Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- j. Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:

Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See C.1.)

16. GSA Advantage!

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: Netscape). The Internet address is <http://www.fss.gsa.gov/>.

17. PURCHASE OF OPEN MARKET ITEMS

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract.

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition

requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));

- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

- a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:
 - (1) Time of delivery/installation quotations for individual orders;
 - (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.
 - (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.
- b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

N/A

Upon request the Contractor, the ordering activity may provide the contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to the Contractor technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. BLANKET PURCHASE AGREEMENTS (BPAs)

Federal Acquisition Regulation (FAR) 13.303-1(a) defines Blanket Purchase Agreements (BPAs) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.303-2(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a

period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

21. CONTRACTOR TEAM ARRANGEMENTS

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Contractor's Reports of Sales and 552.238-76, Industrial Funding Fee, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

22. INSTALLATION, DEINSTALLATION, REINSTALLATION

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall received less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

23. SECTION 508 COMPLIANCE.

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following: N/A

The EIT standard can be found at : www.Section508.gov/.

24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

- a. A copy of the authorization from the ordering activity with whom Applied Solutions has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- b. The following statement:

This order is placed under written authorization from _____ dated _____. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997) (FAR 52.228-5)

- a. The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- b. Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
 - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
 - (2) Until 30 days after the insurer or Applied Solutions gives written notice to the Contracting Officer, whichever period is longer.
- c. The contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. Applied Solutions shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

3. IT Services SubSIN Descriptions

Applied Solutions, Inc. (ASI) provides information technology (IT) analysis and development services, database management technology, and training services to government and industry. Since 1993, ASI has provided full lifecycle support of IT systems analysis, design and development, with significant experience in the DoD community. The following sections identify the services that ASI is ready to supply.

Description Section	FPDS Code
Systems Analysis Services <i>(Customer Requirements Analysis, Software Architecture Design, Management)</i>	D306 IT Systems Analysis Services D310 IT Backup and Security Services D311 IT Data Conversion Services
Software Development Services <i>(Software Design and Development, Database Design and Development, Data Conversion, Management)</i>	D302 IT Systems Development Services D307 Automated Information Systems Design and Integration Services D308 Programming Services D310 IT Backup and Security Services D311 IT Data Conversion Services
System Integration and Test Services <i>(System Integration, Test Plan Development, Management)</i>	D307 Automated Information Systems Design and Integration Services D308 Programming Services D310 IT Backup and Security Services

3.1 System Analysis Services

ASI has the skills and experience to identify information technology (IT) solutions for a customer's business process.

3.1.1 CUSTOMER REQUIREMENTS ANALYSIS

ASI provides IT systems analysis services, with an emphasis on customer involvement in the system functional requirements and system design phases. ASI applies a customer-oriented methodology for IT systems analysis and design, with functional requirements and concept of operations documentation in the business process language familiar to the customer.

3.1.2 SOFTWARE ARCHITECTURE DESIGN

ASI can provide a cost-effective software architecture design to satisfy customer requirements. ASI has experience identifying functional requirements that can best be satisfied with commercial off-the-shelf (COTS) products, and performing trade-off studies to determine the most cost-effective COTS products for this application. The ASI staff has specific experience with complex, distributed data management issues, such as geospatial data and real-time replicated data.

3.1.3 MANAGEMENT

ASI can manage the systems analysis effort, emphasizing customer involvement in the identification of system requirements and specification of software architecture. The management effort can include risk identification and assessment, life cycle planning, and configuration management of system analysis products.

3.1.4 COMPANY EXPERIENCE

Current experience includes system requirements analysis to support a global DoD-wide report tracking system. ASI has primary responsibility for collecting and documenting user requirements, and analyzing those requirements for impact on the system architecture and design. ASI participates in all system analysis and design activities, and is a member of the project Engineering Review Board (ERB) and Configuration Control Board (CCB).

3.2 System Development Services

ASI has developed IT-based solutions for a number of government and commercial customers, ranging from data management applications for personal computers, to large, web-based applications distributed across multiple platforms. Our experience

emphasizes web-based software development, data management solutions, and management of the software development process.

3.2.1 SOFTWARE DESIGN AND DEVELOPMENT

The ASI technical staff has designed and developed software solutions for a number of business areas, including data management tools for personnel management, corporate human resources offices, Department of Transportation environmental impact assessment review board, and the DoD intelligence community. The scope of these applications ranges from personal computer solutions based on Microsoft® Access to large, Unix-based distributed database implementations.

ASI provides for application backup and recovery, identifying application backup and recovery functions in the design phase, as an integral part of the application. The appropriate tools can be developed for automated incremental database backup.

ASI provides support for security services, such as determining security auditing requirements for an application to meet customer auditing standards, and implementing procedures to collect and archive security audit data. For example, ASI has configured the operating system and database management system (DBMS) of a web-based database query application to comply with Department of Defense Intelligence Information Systems (DoDIIS) computer system security standards.

Software design and development expertise includes Microsoft Windows, Sun Solaris, and other Unix platforms. For data management, ASI is experienced in SQL, Microsoft® SQL Server™, Oracle®, Sybase™ Adaptive Server™ Enterprise (ASE), and Sybase™ Replication Servers™. Software development experience includes web-based development tools such as Java™, C++, JavaScript™, HTML, XML, Apache™ and other web servers, Perl, and UNIX® scripting languages.

3.2.2 DATABASE DESIGN AND DEVELOPMENT

ASI has significant experience in IT data management issues, from identification of real-world business objects, logical database design, data management architecture, physical database design, and database administration. Databases designed and implemented by ASI range from small Microsoft® Access databases to multi-gigabyte databases distributed across multiple servers.

The ASI consulting staff has had technical team lead responsibility for the design, development, and maintenance of a web-based application for a DoD customer that provides rapid maintenance and query access to a very large database containing more than 40 million rows, including data conversion from a legacy Model 204® DBMS on an IBM® mainframe.

3.2.3 DATA CONVERSION SERVICES

ASI has experience in applying its data management expertise to data conversion tasks, such as the migration of legacy databases to new platforms and applications. We are prepared to create a plan for the data conversion effort that verifies that data is migrated completely and accurately, investigate the legacy database, create a data dictionary of the legacy database, develop tools to transform and load the legacy data, and implement quality assurance procedures on the migrated data.

Current experience includes data conversion from a legacy Sybase™ DBMS to Oracle® DBMS, and data conversion from a legacy Model 204® database on an IBM® mainframe to a Sybase™ DBMS with geospatial data type extensions.

3.2.4 MANAGEMENT

ASI has experience in managing software development for a number of software development efforts. Information systems have been designed and developed by ASI following various governmental and commercial standards, such as MIL-STD-498, IEEE 1074/1998 software lifecycle standards, Department of the Army TRADOC PAM 71-9 Requirements Determination, and DoD Defense Information Infrastructure – Common Operating Environment (DII-COE) hardware and software standards.

A software development plan can be developed by ASI, to clearly identify the system and software products to be produced, any supporting design, test, and training documentation to be produced, a software unit and integration test plan to follow throughout the software lifecycle, and describe a configuration management (CM) process to track these products. The ASI consulting staff has experience in all phases of the software lifecycle, including requirements analysis, software design, development, testing, integration, deployment, and operational maintenance.

3.2.5 COMPANY EXPERIENCE

Current experience includes software design and development for a global DoD-wide report tracking system using Java, JavaServer™ Pages (JSP), XML, and SQL to integrate multiple databases into a single portal for user queries.

ASI also supports a DoD report workflow management system with 3000 DoD users worldwide, providing planning and implementation of distributed, replicated database servers. ASI staff is responsible for the design and implementation of Sybase™ Replication services to maintain multiple real-time copies of the database, database administration, and software design and development in Java, JSP, HTML, and SQL.

Previously, the ASI consulting staff has had technical team lead responsibility for the design, development, and maintenance of a web-based application for a DoD customer that provides rapid maintenance and query access to a very large database containing more than 40 million rows.

ASI developed and markets a family of software tools, targeted for corporate human resources and college placement offices, to manage employee, student, and interviewee contacts and resumes. These tools are Microsoft® Windows®-based applications developed in Visual Basic® and Microsoft® Access.

ASI has also developed other applications in Visual Basic®, C, Java, Active Server Pages, Microsoft® Access, and Microsoft® SQL Server™ for clients such as Kaiser Permanente, KPMG, and DOT.

3.3 System Integration and Test Services

3.3.1 SYSTEM INTEGRATION

Much of the effort in current IT solutions is to integrate existing applications and data so that users can easily access heterogeneous data sources. For a current DoD project, ASI staff members are responsible for integrating existing applications and databases into an information portal, allowing users to query data across multiple databases.

3.3.2 TEST PLAN DEVELOPMENT

ASI can develop test plans for a software development effort, including the specification of unit test parameters, identification of integration and system test procedures, and allocation of system requirements to test cases. ASI has also created reports that verify the satisfaction of requirements by properly executed test procedures.

3.3.3 MANAGEMENT

ASI can manage the system integration and test process for a software development effort, including creation of a test plan to ensure that system functions, quality assurance standards, and security guidelines are completely and accurately implemented in the application.

3.3.4 COMPANY EXPERIENCE

ASI staff members are responsible for supporting testing activities for a DoD-wide information collection and reporting system. Responsibilities include modifying test scripts to show requirement satisfaction, assisting with the execution of test scripts, and producing traceability reports to verify the satisfaction of system requirements.

ASI has developed and executed test procedures that verify company-developed commercial software products perform as advertised. Tests involve verification of functionality, maintenance of data integrity, satisfaction of security requirements, validation that system performance requirements have been met.

4. Description of IT Labor Categories

The following Labor Category descriptions include the minimum requirements for years of experience and education corresponding to the commercial job title. Three additional years of relevant experience may be substituted for an Associate Degree. Six years of additional relevant experience may be substituted for a Bachelor Degree. Three years of additional relevant experience may be substituted for a Masters Degree. Four years of additional relevant experience may be substituted for a Ph.D. The use of additional relevant experience may be substituted for only one degree.

4.1 Program Manager/ Senior Consultant III

Minimum/General Experience: Shall have a minimum of ten years of proven program and/or project management experience. Must have directed the development and implementation of high level project management and technical requirements and have experience establishing performance and technical standards/guidelines. Job responsibilities require diverse technical experience with a significant portion of that experience at senior levels.

Functionality Responsibility: Responsible for program planning, execution and performance. Plans, organizes and controls the overall activities of the program, including the scheduling and allocation of work. Provides advice and guidance to subordinates and ensures technical adequacy of the work.

Minimum Education: Bachelor degree with a Master degree desired.

4.2 Project Manager/ Senior Consultant III

Minimum/General Experience: Shall have six years of relevant experience, including at least four years of recent administrative and technical management experience. Job responsibilities require experience in technical supervision of information systems development, implementation, and maintenance efforts.

Functional Responsibility: Responsible for planning, directing, and managing the work activity of project personnel. Supervises technical and administrative professionals working on information systems development projects.

Minimum Education: Bachelor degree with a Master degree desired.

4.3 Senior Computer Programmer Analyst/ Senior Consultant II

Minimum/General Experience: Shall have four years experience which applies to computer programming, analyses and design knowledge of various degrees as well as designing software and implementing databases (e.g., Oracle®, Sybase™, etc). Must possess and apply broad knowledge of concepts practices and procedures and be able to write specifications, work statements, and proposals. Job responsibilities require

designing and developing documentation of data requirements and providing methodologies for evaluating complex tasks.

Functional Responsibility: Provides specialized programming support to implement corrections or enhancements to application software. This includes such tasks as backup/recovery operations, installation, and tuning.

Minimum Education: Bachelor degree (Master desired) in Computer Science or a relevant technical discipline.

4.4 Database Administrator/Senior Consultant II

Minimum/General Experience: Shall have six years of experience installing and maintaining database management system software and related tools and utilities. At least one year of direct experience must be on the specific database management system or systems to be used in performing job responsibilities. Job responsibilities require performance of those tasks needed to assure that the database management and supporting tools are installed correctly, integrity of database-maintained data is assured, and data is adequately protected against system crashes and other hazards that could compromise or destroy stored information.

Functional Responsibility: Provides specialized technical support to install and maintain database management system software and related tools and utilities. This includes such tasks as backup/recovery operations, installation of new releases and software updates and bug fixes, performance tuning, archiving of outdated information, establishment and maintenance of user accounts and access privileges, auditing, and managing replication strategies.

Minimum Education: Bachelor degree in Information Systems, Computer Science, or other relevant technical discipline.

4.5 Task Leader/ Senior Consultant I

Minimum/General Experience: Shall have five years of experience that applies to defining and directing technical specifications and tasks to be performed by team members and defining target dates of tasks, subtasks, and small projects (i.e., direct five or less people). Required experience includes supervising projects, advising and guiding subordinates, and ensuring technical adequacy of the work for up to large databases. Job responsibilities require experience providing guidance and assistance in coordinating task inputs and outputs.

Functional Responsibility: Supervises, manages, and coordinates software activities on a designated project. Responsible for task planning, execution and performance. Defines and directs technical specifications and tasks to be performed by team members and defines target dates of tasks and subtasks.

Minimum Education: Bachelor degree in Computer Science, Information Systems, or other relevant technical discipline.

4.6 Senior Systems Engineer/ Senior Consultant I

Minimum/General Experience: Shall have a minimum of eight years experience which applies to plans and coordinates project management and engineering. Must have competency in technical disciplines as applied to government and commercial information, research and development documentation. Has prepared trade-off studies and evaluations of vendor equipment. Job responsibilities require supporting the organization by providing specific, high level, technical expertise as required by the team leader.

Functional Responsibility: Provides comprehensive definition of all aspects of system development from analysis of mission needs to verification of system performance. Documents the results of complex analysis and design tasks, designs complex systems, and assists in developing standards and techniques. May be required to act in a lead technical role on a project team.

Minimum Education: Bachelor degree (Master desired) in Engineering, Business, Computer Science, or other relevant discipline.

4.7 Senior Database Programmer/ Senior Consultant I

Minimum/General Experience: Shall have a minimum of six years progressive data processing experience in the design and development of database applications. Job responsibilities require experience in writing functional specifications and preparing implementation schedules for smaller applications and subsystems to major applications and experience with system analysis, programming techniques, testing, and design methodologies.

Functional Responsibility: Supervises the design and development of database and information technology applications. This includes such tasks as backup/recovery operations, installation, and tuning.

Minimum Education: Bachelor degree in Information Systems, Computer Science, or other relevant technical discipline.

4.8 Database Administrator/ Senior Consultant I

Minimum/General Experience: Shall have three years of experience installing and maintaining database management system software and related tools and utilities. At least six months of direct experience must be on the specific database management system or systems to be used in performing job responsibilities. Job responsibilities require performance of those tasks needed to assure that the database management and supporting tools are installed correctly, integrity of database-maintained data is assured, and data is adequately protected against system crashes and other hazards that could compromise or destroy stored information.

Functional Responsibility: Provides specialized technical support to install and maintain database management system software and related tools and utilities. This includes such tasks as backup/recovery operations, installation of new releases and software updates and bug fixes, performance tuning, archiving of outdated information, establishment and maintenance of user accounts and access privileges, auditing, and managing replication strategies.

Minimum Education: Bachelor degree in Information Systems, Computer Science, or other relevant technical discipline.

4.9 Senior Systems Analyst/Senior Consultant I

Minimum/General Experience: Shall have eight years experience which shall apply to providing comprehensive definition of all aspects of systems development from analysis of mission needs to verification of system performance. Job responsibilities require at least three years experience in multiple operating systems development, graphics, programming tools, or applications software and information technology development.

Functional Responsibility: Provide supervision of the analysis of all aspects of system development from mission concept to completion of system development.

Minimum Education: Bachelor degree in Computer Science, Information Systems, or other relevant discipline.

4.10 Data Management Specialist/Senior Consultant I

Minimum/General Experience: Shall have four years experience in directing systems analyses and feasibility studies. Must have experience in assisting clients with planning and coordinating the acquisition and implementation of systems. Job responsibilities require preparation of functional specifications for acquiring commercially available applications and hardware.

Functional Responsibility: Provides supervision for system analyses and feasibility studies for software development projects. Analyzes proposed and existing systems used in processing applications in terms of data communications and database management/structure, requirements, and costs.

Minimum Education: Bachelor degree in a relevant engineering or technical discipline.

4.11 Computer Programmer/Senior Consultant I

Minimum/General Experience: Shall have two years experience which applies to support the information technology software programming effort of an organization by providing specific technical expertise in the area of computer applications, as required by the process owner, team leader or team members. Job responsibilities require proficiency in designing program logic, coding the program, testing the code, and documenting the

finished program.

Functional Responsibility: Provides software programming, testing, and documentation meeting contract requirements.

Minimum Education: Bachelor degree in Computer Science or a relevant engineering discipline.

4.12 Test Engineer/Senior Consultant I

Minimum/General Experience: Shall have five years experience which shall apply to reviewing, developing, and executing Test Plans and develop Test Reports documenting the results of unit, system, performance, and functionality tests. Job responsibilities require developing and implementing test plans ensuring proposed data processing systems, modules, and programs function in the desired manner.

Functional Responsibility: Provides testing procedures to document and correct errors in the development of software applications.

Minimum Education: Bachelor degree in a technical discipline.

4.13 Systems Analyst/Consultant III

Minimum/General Experience: Shall have four years experience which shall apply to providing comprehensive definition of all aspects of system development from analysis of mission needs to verification of system performance. Job responsibilities require supporting the process improvement effort of an organization by providing specific technical expertise in the area of statistics as required by the process owner, team leader or team members.

Functional Responsibility: Provides analysis of all aspects of system development from mission concept to completion of system development.

Minimum Education: Bachelor degree in Computer Science, Information Systems, or other relevant discipline.

4.14 Database Programmer/Consultant III

Minimum/General Experience: Shall have three years experience in the design and development of database applications with supervisory experience in managing and directing junior database programmers. Must have experience in writing functional specifications and preparing implementation schedules for smaller applications and subsystems to major applications. Job responsibilities require the ability to monitor existing database systems and make recommendations for improved performance and service.

Functional Responsibility: Applies knowledge and experience in the design,

programming, testing and development of database and information technology applications.

Minimum Education: Bachelor degree in Information Systems, Computer Science, or other relevant technical discipline.

4.15 Database Analyst/Consultant III

Minimum/General Experience: Shall have five years experience in the analysis, design, development, testing and implementation of data base systems. Must have performed data analysis, database design, and development and implementation, as required, for databases and database conversions for databases such as Oracle and Sybase. Job responsibilities require performing database restructuring activities and working with users and information systems development staff to determine data storage and access requirements.

Functional Responsibility: Demonstrates ability to determine data base and application performance, evaluates and diagnoses data base performance issues, and recommends and implements solutions for data base performance improvement.

Minimum Education: Bachelor degree in Computer Science, Engineering or other relevant technical discipline with data processing/software engineering specialization.

4.16 Technical Documentation Specialist/Consultant III

Minimum/General Experience: Shall have seven years experience in the field of technical documentation. Must have provided technical assistance related to data administration. Job responsibilities require demonstrating knowledge of terminology, usage, and operating concepts of data administration, data dictionaries, and repositories that support re-use of information systems objects related to information systems.

Functional Responsibility: Performs data administration for information systems in conformance with client data policy, procedures, standards, and guidelines.

Minimum Education: Bachelor degree in an engineering or technical discipline.

4.17 Configuration Management Specialist/Consultant III

Minimum/General Experience: Shall have three years experience in the field of Configuration Management (CM) and systems support. Must have experience in a range of automated CM tools and their application in the management of systems involving both hardware and software. Job responsibilities require providing systems support in all areas of hardware and software configuration and data management.

Functional Responsibility: Provides systems support in hardware and software configuration and data management.

Minimum Education: Bachelor degree in a relevant engineering discipline.

4.18 Quality Assurance Systems Analyst/Consultant III

Minimum/General Experience: Shall have three years experience in the analysis of information technology systems requirements. Must have experience in the performance and coordination of quality assurance activities. Job responsibilities require knowledge of structured design, quality assurance, business practices, information technology systems functions, configuration control, and change management.

Functional Responsibility: Performs analysis of information technology systems requirements to achieve compliance with project requirements.

Minimum Education: Bachelor degree in a relevant engineering discipline.

4.19 Systems Engineer/Consultant III

Minimum/General Experience: Shall have three years experience which applies to developing and refines new engineering techniques to enhance systems. Must be experienced in the design of moderately complex systems and assisting in developing standards and techniques. Job responsibilities require knowledge of engineering concepts, procedures, and practices.

Functional Responsibility: Develops and defines engineering techniques to enhance information technology systems, both software and hardware.

Minimum Education: Bachelor degree in Computer Science, Information Systems, or other relevant technical discipline.

4.20 Task Leader/ Consultant I

Minimum/General Experience: Shall have three years of experience that applies to defining and directing technical specifications and tasks to be performed by team members and defining target dates of tasks, subtasks, and small projects (i.e., direct five or less people). Required experience includes supervising projects, advising and guiding subordinates, and ensuring technical adequacy of the work for up to medium sized databases. Job responsibilities require experience providing guidance and assistance in coordinating task inputs and outputs.

Functional Responsibility: Supervises, manages, and coordinates software activities on a designated project. Responsible for task planning, execution and performance. Defines and directs technical specifications and tasks to be performed by team members and defines target dates of tasks and subtasks.

Minimum Education: Bachelor degree in Computer Science, Information Systems, or other relevant discipline.

4.21 Computer Programmer Analyst/Consultant I

Minimum/General Experience: Shall have three years software (hardware a plus) experience which applies to the knowledge in the related area of specialty or the equivalent combination of training and or professional work experience that provides the required knowledge and skills. Must have a knowledge of fundamental concepts, practices, and procedures. Job responsibilities require designing and implementing modifications or enhancements to forms, menus, and reports.

Functional Responsibility: Provides general programming support to implement corrections or enhancements to application software.

Minimum Education: Bachelor degree in Computer Science or a relevant engineering discipline.

4.22 Junior Computer Programmer/Programmer I

Minimum/General Experience: Shall be a college graduate (or have one year of technical training in programming) with experience or training which applies to support the information technology software programming effort of an organization by providing specific technical expertise in the area of computer applications, as required by the process owner, team leader, or team members. Job responsibilities require proficiency in designing basic program logic, coding the program, testing the code, and documenting the finished program.

Functional Responsibility: Provides software programming, testing, debugging, and documentation meeting contract requirements.

Minimum Education: Bachelor degree in Computer Science or a relevant engineering discipline.

4.23 Junior Database Programmer/Programmer I

Minimum/General Experience: Shall be a college graduate (or one year of technical training in databases) with experience or training in the design and development of database applications. Must have experience in writing functional specifications and preparing implementation schedules for smaller applications and subsystems to major applications. Job responsibilities require the ability to monitor existing database systems and make recommendations for improved performance and service.

Functional Responsibility: Applies knowledge and experience in the design, programming, testing, and development of database and information technology applications.

Minimum Education: Bachelor degree in Information Systems, Computer Science, or other relevant technical discipline.

4.24 Technical Writer/Editor

Minimum/General Experience: Shall have two years experience in the development, writing, and editing of materials, briefs, proposals, instruction books, catalogs, and related technical and administrative publications, concerned with work methods and procedures for installation, operations and enhancement of equipment. Job responsibilities require writing, editing, and generating graphic presentations of technical information for both technical and non-technical personnel.

Functional Responsibility: Writes, organizes, and produces system documentation and end user documentation.

Minimum Education: Bachelor degree in a relevant discipline.

4.25 Training Analyst

Minimum/General Experience: Shall have three years experience which shall apply to performing technical training in field of expertise. Must have created teaching outlines where established guidelines did not exist. Job responsibilities require selecting and/or developing instructional aids, such as handouts, reference materials, or audio/visual supports.

Functional Responsibility: Provides instruction on computer applications to a defined user group.

Minimum Education: Bachelor degree in a relevant field.

4.26 Graphics Specialist

Minimum/General Experience: Shall have a minimum of three years experience which applies to designing and preparing flip charts, illustrations, and related graphic materials using software tools. Job responsibilities require development and/or modification of graphics used in presentations, training materials, and product and/or technical documentation.

Functional Responsibility: Provides graphic expertise for development of computer applications and supporting documentation and procedures.

Minimum Education: Associate degree or specialized training.

4.27 Senior Administrative Support

Minimum/General Experience: Shall have a minimum of three years which applies to current technology in providing MIS solutions. Must have provided highly technical expertise in the development of business application solutions. Job responsibilities require performing data entry and verification of technical information.

Functional Responsibility: Provides administrative support in the software application

development project environment.

Minimum Education: Associate degree or specialized training.

4.28 Administrative Assistant

Minimum/General Experience: Shall have two years experience which applies to performing high level secretarial support. Job responsibilities require typing and proofreading of correspondence, reports, and documentation.

Functional Responsibility: Provides administrative support for software development projects.

Minimum Education: High school diploma.

5. IT Services GSA Pricelist

Applied Solutions, Inc.
Professional Information Technology Services
Sol. No. FCIS-JB-980001B
Application of Industrial Funding Fee
OnSite

LABOR CATEGORY	Commercial Rate	GSA Discount Off.Comm. Rate	GSA Price Before IFF	IFF @ 0.75%	GSA Price w/IFF
Program Manager	140.37	0.76%	139.30	1.07	140.37
Project Manager	140.37	0.76%	139.30	1.07	140.37
Senior Computer Prog./Analyst	108.68	0.76%	107.85	0.83	108.68
Senior Database Administrator	108.68	0.76%	107.85	0.83	108.68
Task Leader	85.95	0.76%	85.29	0.66	85.95
Sr. Systems Engineer	85.95	0.76%	85.29	0.66	85.95
Sr. Database Programmer	85.95	0.76%	85.29	0.66	85.95
Database Administrator	85.95	0.76%	85.29	0.66	85.95
Sr. Systems Analyst	85.95	0.76%	85.29	0.66	85.95
Data Management Specialist	85.95	0.76%	85.29	0.66	85.95
Computer Programmer	85.95	0.76%	85.29	0.66	85.95
Test Engineer	85.95	0.76%	85.29	0.66	85.95
Systems Analyst	73.14	0.76%	72.58	0.56	73.14
Database Programmer	73.14	0.76%	72.58	0.56	73.14
Database Analyst	73.14	0.76%	72.58	0.56	73.14
Tech. Documentation Specialist	73.14	0.76%	72.58	0.56	73.14
Configuration Management Speciali	73.14	0.76%	72.58	0.56	73.14
Quality Assurance Systems Anal.	73.14	0.76%	72.58	0.56	73.14
Systems Engineer	73.14	0.76%	72.58	0.56	73.14
Task Leader	73.14	0.76%	72.58	0.56	73.14
Computer Programmer Analyst	54.53	0.76%	54.11	0.42	54.53
Junior Computer Programmer	54.53	0.76%	54.11	0.42	54.53
Junior Database Programmer	54.53	0.76%	54.11	0.42	54.53
Technical Writer/Editor****	56.51	0.76%	56.08	0.43	56.51
Training Analyst****	63.91	0.76%	63.42	0.49	63.91
Graphics Specialist****	45.81	0.76%	45.46	0.35	45.81
Senior Admin. Support****	42.61	0.76%	42.29	0.32	42.61
Admin. Assistant****	32.02	0.76%	31.78	0.24	32.02

6. Past Performance

6.1 Services

Applied Solutions, Inc. (ASI) is a small, women-owned information systems consulting firm headquartered in Reston, Virginia. ASI was incorporated in the Commonwealth of Virginia in 1993, and is also licensed in Maryland and the District of Columbia.

ASI employs talented database and software engineers dedicated to satisfying our customer's requirement for technologically innovative solutions to their information processing needs. We specialize in providing database design and administration; data storage management; automated workflow system development and integration; performance measures and metrics planning; information technology architecture support; system and software design, development, engineering and integration. We also

provide global information systems; software engineering; software life cycle management; information architecture analysis; web object indexing & internet system architecture and webmaster support to our clients in the government and industry sector and offer database-based software products that assist our customers in meeting their human resource and project management needs. Our engineering staff has experience in a variety of database management system (DBMS) technologies including SQL, Sybase™, Oracle®, Microsoft® Access, Java™ and J2EE.

ASI is the holder of a GSA Schedule 70 contract. The schedule number is FSS Contract GS-35F-0617P. ASI is also a first tier subcontractor on the Diescon 3 contract. ASI uses three

- | | | NAICS | | | codes: | |
|---|--|-------|----------|----------|-------------|----------|
| • | 541511 | – | Custom | Computer | Programming | Services |
| • | 541512 | – | Computer | System | Design | Services |
| • | 541519 - Other Computer Related Services | | | | | |

The following are some of the other types of technologies that ASI has experience with: JavaServer Pages™, ASP, XML, HTML, Macromedia Flash™ and Dreamweaver® Technologies; JavaScript™, C/C++ and Visual Basic® Development Languages; Cognos® Business Management Tool; Microsoft® Windows Server™ and UNIX® Operating Environments.

ASI currently employs engineers with TS/SCI clearances.

6.2 Service Past Performance

Some of the organizations that Applied Solutions, Inc. has worked with in the past include, but are not limited to, the following:

- Lockheed Martin (also worked with ACS before it was acquired)
- Northrop Grumman (also worked with PRC before it was acquired)
- CSC
- BAE
- KPMG
- Clemson University
- HDR Engineering
- DeLeuw Cather
- Kaiser Permanente
- U.S. State Department

6.2.1 PANTHEON FOR THE DEPARTMENT OF HOMELAND SECURITY (DHS)

Project Description: ASI provides support for the design, development, testing and maintenance of the PANTHEON application. PANTHEON is being developed to provide intelligence production requirements management for the Department of Homeland Security (DHS). PANTHEON provides centralized, Web-based support for the DHS IA

division, allowing end users to request intelligence products, display work queues for suppliers of intelligence products, and provide visibility and control for intelligence production managers.

PANTHEON is being developed by the COLISEUM development and support team at the Defense Intelligence Agency (DIA). COLISEUM provides similar intelligence production requirements management for the DoD Realm. PANTHEON is a reuse of COLISEUM software, tailored for PANTHEON workflow requirements.

ASI validates the design and development of new and updated PANTHEON functions, implemented by software components developed in Java™, JavaScript™, JavaServer Pages™, HTML, UNIX® shell script and SQL. ASI also supports PANTHEON DBMS services, provided by Sybase™ Adaptive Server™ Enterprise (ASE) and Sybase™ Extended Free Text Search (EFTS) server.

6.2.2 DEFENSE COUNTERINTELLIGENCE INFORMATION SYSTEM

Project Description: ASI provides support to the Defense Counterintelligence Information System (DCIIS) Program Management Office (PMO) who is supporting the Services and Defense Agencies by providing automation support for functional counterintelligence (CI) requirements through the Portico application.

Tasks supported by ASI include:

- Collecting, cleaning, tracking and converting intelligence information from legacy data from a variety of sources to more useful relational database formats. Our data sources include XML documents, database table dumps and formatted text files. The database being used is a Portico database, which was built by ASI and hosted by the Defense Counterintelligence Data Center (DCIDC). As part of our effort, we are building an XML architecture for the intelligence community.
- Developing various levels of functional and system requirements documentation to provide a solid basis for design, development and implementation of the DCIIS application.
- Developing various levels of functional and system requirements documentation to provide a solid basis for design, development and implementation of the DCIIS application.
- Assisting the Defense Counterintelligence Requirements Panel (DCIRP) in the testing of developmental systems, and reviewing design and development products of the material developer for the DCIIS Portico application.
- Developing reports to support performance metrics using the Cognos® tool.
- Participating in the project Engineering Review Board (ERB) and Configuration Control Board (CCB).

6.2.3 COMMUNITY ON-LINE INTELLIGENCE SYSTEM FOR END USERS AND MANAGERS (COLISEUM) FOR THE DEFENSE INTELLIGENCE AGENCY (DIA)

Project Description: ASI provides support for the design, development, testing and maintenance of the Community On-Line Intelligence System for End Users and Managers (COLISEUM). COLISEUM is intended to meet the Department of Defense Intelligence Production Program (DoDIPP) goal of shaping a functionally integrated and seamless Defense Intelligence Community to ensure the best quality intelligence support to global customers in the most complete, responsive and efficient manner possible. The use of COLISEUM facilitates registering and tracking intelligence production requirements, reduces redundant intelligence production, and allows all COLISEUM users to take advantage of COLISEUM capabilities for researching and managing intelligence production activities.

ASI validates the design and development of new and updated COLISEUM functions, implemented by software components developed in Java™, JavaScript™, JavaServer Pages™, HTML, UNIX® shell script and SQL. ASI also supports COLISEUM DBMS services, provided by Sybase™ Adaptive Server™ Enterprise (ASE) and Sybase™ Replication Server™, responsible for managing a concurrent and consistent COLISEUM database across multiple COLISEUM servers.

6.2.4 NATIONAL AREA COVERAGE DATA FILES (NACDF) 6 MODERNIZATION

Project Description: ASI provided technical support for the Department of Defense (DoD) project National Area Coverage Date Files (NACDF). The project was a modernization development effort, which resulted in the incremental movement of a large legacy IDMS database on an IBM® mainframe to a Sybase™ SQL Server™ database on a Sun™/Solaris™ platform. ASI's efforts included design of the system architecture that included the Vision International Spatial Query Server which provides geospatial data management and query functions to SQL server. The system architecture incorporates a web-based application server that provides authorized users database query and maintenance via a web server. The design was a Netscape® LiveWire Pro™ application, using JavaScript™ and C for the server software.

6.2.5 AIRES LIFE EXTENSION (ALE)

Project Description: ASI provided support for the DoD project Aires Life Extension (ALE). Responsibilities included system architecture, software, database, configuration management, documentation and customer support.

6.2.6 FEDERAL ENERGY REGULATORY COMMISSION ITOP RFP

Project Description: ASI provided technical support for a proposal in response to an Information Technology Omnibus Procurement (ITOP) RFP by the Federal Energy

Regulatory Commission (FERC) for Automated Data Processing and Telecommunications Support Services. Responsibilities included strategy development, contributing knowledge of operating environments, customer personnel, customer issues and concerns, supporting technical solution development and participating in reviews.

6.2.7 UNION PACIFIC AND SOUTHERN PACIFIC RAILROADS MERGER/ NORFOLK SOUTHERN AND CSX RAILROAD MERGER WITH CONRAIL

Project Description: ASI provided database consulting support and development of a database to track all contacts with people, organizations and jurisdictions affected by the merger of the Union Pacific/Southern Pacific and Norfolk Southern/CSX railroads. The primary purpose of the database was to provide an accurate record of all information relating to the preparation of an Environmental Assessment pertaining to the merger. The database was developed using Microsoft® Access 97. The database was in a client/server environment and ran over a LAN. It was located at the Surface Transportation Board's (STB) (originally the Interstate Commerce Commission) facilities. The (STB) Board is part of the Department of Transportation.

6.2.8 INFODATA CORPRATION – VIRTUAL FILE CABINET

Project Description: ASI provided requirements analysis and review, design and development of Infodata's product, Virtual File Cabinet (VFC). The DBMS used in the development of VFC was Microsoft® SQL Server™ and Oracle®.

6.2.9 IDENTIFICATION TASKING AND NETWORKING/ FEDERAL BUREAU OF INVESTIGATION (ITN/FBI) PROGRAM

Project Description: ASI provided requirements analysis and conceptual and logical design during the preliminary design of the ITN/FBI program. Responsibilities included the creation of a list of data elements, entity-relationship diagrams, relation table layouts, and the database specifications for the Network and Segment Management, and Storage and Retrieval portions of the ITN/FBI program. ASI successfully performed requirements analysis and conceptual and logical design on the ITN and Network Security Manager (NSM) segments of the ITN database as part of the preliminary design of ITN. Work was performed on HP/UNIX® platforms using the Cadre Teamwork CASE tool. The target DBMS for the ITN/FBI program was Sybase™.

6.3 Products

Applied Solutions, Inc. creates innovative software products that are designed in a modular fashion so that they can be readily configured to meet the specific needs of each customer. It is not necessary for our customers to purchase unneeded capabilities that

come bundled with the functions they really require. ASI's documentation and training are also modular so that they can be tailored to precisely match the delivered software.

6.3.1 RESTRIEVE®

RESTRIEVE® is an advanced applicant and skills tracking system combined with resume generation, human resource management and project management capabilities. It provides a unique combination of features, such as true custom resume generation, not found in any other product.

6.3.2 PLACEMENT WIZARD®

PLACEMENT WIZARD® is an advanced skills tracking and resume management system that is designed to satisfy the specific needs of college and university placement offices and cooperative education programs. The program stores detailed information about employers and their job openings, and matches students to job openings that require specific education and job experience backgrounds. In addition, *PLACEMENT WIZARD®* generates customized resumes to submit to employers, schedules and tracks interviews and job offers, and generates form letters populated with pertinent student and employer information.

6.4 Product Past Performance

6.4.1 KPMG PEAT MARWICK – RESTRIEVE® DATABASE

Project Description: Applied Solutions, Inc. built a human resource and project management system, *RESTRIEVE®*. KPMG PEAT Marwick sponsored the first release of the product, which was developed using Microsoft® Access and Visual Basic® for Applications (VBA). The trademark for *RESTRIEVE®* is held by ASI.

6.4.2 CLEMSON UNIVERSITY – PLACEMENT WIZARD®

Project Description: ASI developed a program for universities to match cooperative education and graduating students with jobs based on their educational background and work experience. The application allows posting and management of job openings and employer information, and provides students an easy way to create resumes in multiple formats. Clemson University is our major client. *PLACEMENT WIZARD®* was developed using Microsoft® Access and VBA. A new version of *PLACEMENT WIZARD®* is now being developed using Java™ and XML to allow the program to be accessible via the web. The trademark for *PLACEMENT WIZARD®* is held by ASI.

Disclosure

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